MANITOBA LIQUOR CONTROL COMMISSION

63rd ANNUAL REPORT

FOR THE FISCAL YEAR APRIL 1, 1985 TO MARCH 31, 1986

87-00113/

LIQUOR CONTROL COMMISSION
OPERATIONAL PHILOSOPHY

The Manitoba Liquor Control Commission is responsible for the purchase, sale and control of beverage alcohol in the province. It is committed to a socially responsible and businesslike approach in its external and internal dealings. As a government agency, the Commission is sensitive to the needs of all Manitobans. Essentially, the Commission functions as an effective retailer of regulated products, always combining business effectiveness with a strong awareness of social responsibility.

As a consumer oriented organization, the Commission recognizes the need for cordial relations with consumers. This is achieved through the medium of well informed, helpful and courteous employees. Commission personnel are provided with appropriate training programs to improve their product knowledge aided by internal recognition programs and service awards. This ongoing process ensures a positive staff-customer relationship. It also provides for continuing development of the Commission's commitment to the communities it serves.

The Commission strives to support the efforts of the hospitality industry with a realistic enforcement of rules and regulations. It also takes an enlightened approach to innovative ideas.

Keeping the public well informed on all matters of interest and particularly those matters required by law is an integral part of the Commission's approach to serving the citizens of Manitoba.

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LIQUOR CONTROL COMMISSION

(As at March 31, 1986)

THE HONOURABLE ROLAND PENNER, Q.C.

Attorney-General

Minister Responsible for Administration of
The Liquor Control Act

BOARD OF COMMISSIONERS

Chairman ..... A. Chisvin, C.A.
Vice-Chairman ..... A. F. Matthews, Q.C.
Commissioner ..... W. Bohonos
Commissioner ..... J. Parkin
Commissioner ..... D. Torbiak

LICENSING BOARD

Chairman ..... R. Eamer
Member ..... E. Blais
Member ..... K. Grant
Member ..... R. Pear
Member ..... I. Wiebe

Corporate Secretary ..... I. A. Hamilton

EXECUTIVE OFFICERS

General Manager & Chief Executive Officer ..... Wm. E. Emerson
Assistant General Manager, Purchasing & Distribution ..... D. V. Lussier
Assistant General Manager, Finance & Administration ..... A. B. Ahoff
Director of Personnel ..... H. W. Ferguson
Director, Licensing ..... I. A. Hamilton
Director, Retail Operations ..... F. J. Johnston
Chief Inspector ..... R. J. Brooker

Head Office and Warehouse

1555 Buffalo Place, Fort Garry

Postal Address — P.O. Box 1023, Winnipeg, Manitoba R3C 2X1

THE LIQUOR CONTROL COMMISSION ANNUAL REPORT

LETTER OF TRANSMITTAL

The Honourable Roland Penner, Q.C.,
Attorney-General, Province of Manitoba,
Legislative Building,
Winnipeg, Manitoba R3C 0V8

Dear Sir:

I have the honour to transmit herewith the Sixty-Third Annual Report of The Liquor Control Commission, covering the fiscal year ended March 31, 1986.

Respectfully submitted,

A. Chisvin, C.A.
Chairman

July 31, 1986

THE LIQUOR CONTROL COMMISSION ANNUAL REPORT

Mr. Allan Chisvin, C.A.,
Chairman,
The Liquor Control Commission,
1555 Buffalo Place,
Winnipeg, Manitoba

Dear Sir:

I take pleasure in providing the Sixty-Third Annual Report of The Liquor Control Commission, covering the fiscal year ended March 31, 1986.

During the year, sales through Commission retail stores and to liquor vendors and licensees amounted to $337,370,759, an increase of 3.2% over the previous year. Sales to licensees increased 3.4% and sales to the public through liquor stores and liquor vendors increased 3.0%. After inclusion of other income and deduction of operating and other expenses, net profit paid to the Minister of Finance rose 2.5% from $135,971,515 in fiscal 1985 to $139,424,068 in fiscal 1986.

The 4 year decline in spirits sales volume reversed this year with spirits volume rising 2.9%, compared to a decline of 1.8% in the previous year. Wine sales volume was up 6.2%, however, beer volume decreased 7.5% reflecting the poor summer weather.

Refreshment beverages, which include coolers and ciders, achieved notable increases in volume over the prior year.

Consistent with our commitment to provide quality assurance to our consumers, the Manitoba Research Council was engaged to perform analyses on all listed brands.

The St. Pierre and Melita liquor stores were converted to self-serve from conventional service during the year. As well, the Polo Park store was relocated to attractive new premises in Madison Square. The new store, while slightly smaller, provides an increased selection of products through a more effective configuration of display space.

In June, the Licences & Permits Division was reorganized as the Licensing Division. Two separate departments were created, Licences, and Permits and Administration.

A Customer Relations Seminar on Alcohol was developed in conjunction with the Alcoholism Foundation of Manitoba and the Manitoba Hotel Association. Serving staff in licensed premises were trained to identify potential over-consumption problems and how to deal with the individuals involved in an effective manner.

During the year, 14 Commission employees retired and 9 received long service awards. The valuable contribution made

by these and by all Commission employees throughout the year is gratefully acknowledged.

The Commission also wishes to acknowledge the valuable assistance of the R.C.M.P., the City of Winnipeg Police and all rural Police forces and departments of Government in ensuring compliance with The Liquor Control Act, Regulations and Commission policies.

Operational highlights, the Auditor's Report, and the Commission's audited financial statements for the year with appropriate comparisons are provided in the balance of this report.

Respectfully submitted,

Wm. E. Emerson,
General Manager and
Chief Executive Officer
July 31, 1986

The number of members of the Board of Commissioners, the Licensing Board and permanent employees of the Commission at March 31, 1986, compared with 1985 was as follows:

	1985	1986
Members of the Board of Commissioners	5	5
Members of the Licensing Board	5	5
Executive Officers	7	7
Head Office	83	84
Chief Inspector's Division	24	23
Warehouse	39	39
Maintenance & Carpentry	15	14
Liquor Stores & Order Office	243	231
	421	408

Labour Relations

A new collective agreement with the Manitoba Government Employees' Association was signed on August 1, 1985. The agreement covers the three-year period from April 1, 1985 to March 31, 1988.

Benefits

Two important new benefits were added to the Commission's already comprehensive employee benefit program during the fiscal year.

Orthodontic care provides coverage for employees' dependent children under the age of eighteen. The vision and hearing plan, provides partial reimbursement for the cost of eyeglasses and hearing aids for employees and their dependents.

Retirement & Long Service

During the fiscal year, 14 employees retired and 9 celebrated long-service milestones. Eighty-three people attended a dinner appropriately recognizing the contributions of those in attendance. Presentations were made to every recent retiree. In addition, one employee received his 25 year award, 3 employees received 30 year awards and 5 employees received awards in recognition of 35 years service.

Training & Development

Twenty-four in-house staff training and development seminars were presented to 690 participants in fiscal 1986.

Included in new training initiatives was a program on Crisis Intervention and Robbery Prevention for Winnipeg retail staff conducted by the Winnipeg Police Department. This program was aimed at ensuring the on-going safety and security of the public as well as the staff in our stores.

Dealing with the Public, and Customer Relations on Alcohol, were two examples of programs offered to enhance employee customer relations skills.

A province-wide Store Managers' seminar was held in Brandon. Its theme was successful merchandising and great enthusiasm was generated by the 49 store managers in attendance.

RETAIL OPERATIONS

Sales Results

In fiscal 1986 total sales of liquor to the public and licensees rose 3.2% from $326,817,174 to $337,370,759. Within this total, licensee sector sales increased 3.4% from $155,005,861 to $160,340,874. Sales through Commission liquor stores and privately owned and operated liquor vendors increased 3.0% year over year from $171,811,313 to $177,029,885.

Liquor Stores

At year end there were 49 liquor stores (Appendix I), 44 of them self-serve and 5 conventional (over the counter) stores. Dollar sales through Commission stores totalled $147,273,563, a 2.3% increase over the previous year.

Liquor Vendors

At March 31, 1986 there were 174 privately-owned businesses (liquor vendors) authorized to retail liquor in rural Manitoba (Appendix II). Sales by this group which accounted for 9.5% of Commission liquor sales, rose 6.9% over the previous year.

During the year, 2 liquor vendors closed, 4 new ones were established, 4 re-established and 7 changed ownership. Two of the new liquor vendors opened as self-serve operations, and an additional 4 liquor vendors converted their operations to self-serve bringing the total number of self-serve liquor vendors to 74.

Store Development

The Commission reaffirmed its commitment to provide Manitoba residents and visitors attractive, comfortable and efficient surroundings in which to purchase liquor.

In rural Manitoba the Commission converted conventional stores in St. Pierre (April '85) and Melita (June '85) to attractive self-serve liquor marts. St. Pierre's product listings were increased from 360 to 385 products, while in Melita, listings were expanded from 360 to 410 products.

In November, the Commission opened a new store in the Madison Square Shopping Centre. This new liquor mart replaces the store previously located in the Polo Park Shopping Centre. The attractive new store is easily accessible and offers the consumer an exceptional product assortment to suit all tastes.

Merchandising

Merchandising activity in liquor stores and liquor vendors accelerated during fiscal 1986 with the Festivals of Spain and Portugal highlighting the spring season.

The "Wines of Spain" were featured in May in stores gaily decorated with Spanish flags, banners and scenic photographs of the Spanish countryside.

In June we saluted the "Wines of Portugal". A combination of many popular wines and several new products were offered for sale in stores decorated to generate a Portugese atmosphere. For the first time, a "live" attraction, delightful young dancers from Winnipeg's Portugese community, gave dance demonstrations in native costume in several Winnipeg stores.

"Coolers" were featured during August, and large displays of these new products greeted the stores' customers.

For the fourth consecutive year, a Canadian Wine Festival was held in October featuring 18 popular products and 8 new

varietals. Over 103,000 bottles were sold during the event across the Province.

In November, appreciative Manitobans once again lined up for 1985's "Beaujolais Nouveau".

The Christmas selling season featured a wide array of seasonal specialities. Seasonal decorations complimented the gift items.

PURCHASING & DISTRIBUTION

Sales

The four year decline in spirits sales volume was reversed during fiscal 1986. Spirits increased 2.9% compared to a decline of 1.8% in the previous fiscal year. Wine sales volumes (including coolers and ciders) were up 6.2% compared to a 2.5% increase the previous year. An unseasonably cool wet summer resulted in a beer volume decline of 7.5% following a 4.8% increase in fiscal 1985.

Following the previous year's trend, consumer purchasing patterns shifted strongly to premium priced products, particularly in whisky, with premiums up 7.2% over fiscal 1985. Good growth was also realized in the liqueur, brandy and rum markets, increasing 9.1%, 6.2% and 6.1% respectively. Larger sizes of spirits continued to perform well, with the 1.75 litre and 1.14 litre each gaining market share. Traditional bottle and half bottle sizes again lost ground.

In the wine market, white wines from Portugal, France and Spain out-performed white wines generally, increasing 31.6% while the aggregate white wine market was down .4%. Red wines as a group declined by 7.0%; champagne and sparkling wines declined 6.3% and fortified wines rose 8.3%.

Continuing last year's pattern, the beverage alcohol market moved towards the consumption of "light" beers, wines and refreshment beverages. In fiscal 1985 light beers had accounted for 10.9% share of market whereas in fiscal 1986 they almost doubled to a 19.6% share of the beer market. Light wines previously held only 2.7% of the wine market and advanced to a 3.6% share in fiscal 1986. While small in volume, the biggest percentage gain was in "refreshment beverages" (coolers and ciders), which increased their fiscal 1985 share of market by seven times.

For Commission customers a price list and product facts catalogue was issued in October. An Affordable Wine Book was issued in November.

Prices to Consumers

On May 1, 1985, 25% of imported spirits increased in price between 5¢ and $1.00 per bottle. The balance remained unchanged or decreased 5¢ to 20¢ per bottle. Most domestic spirits and wine remained unchanged. Concurrently, more than two thirds of all imported wine remained unchanged or decreased in price.

The foregoing retail price changes reflected supplier price changes and minor adjustments in freight and currency rates.

Then, on June 7, 1985, as a direct result of an increase in the federal excise tax, retail prices on the majority of alcoholic beverages were increased.

A third increase occurred on September 3, 1985, as a result of further supplier price changes, an increase in the federal sales tax rate and further adjustments to foreign exchange and freight rates. While domestic spirits remained unchanged, approximately 80% of imported spirits increased modestly. Concurrently, there was a mix of minor decreases or increases in domestic wines. Some imported wines increased in price by modest amounts.

A fourth increase within the fiscal year occurred on January 2, 1986. Most domestic and imported spirits and domestic wines increased slightly. Imported wines increased more substantially. Again, reasons for these increases were supplier price changes, another increase in the federal sales tax rate and adjustments in foreign exchange and freight rates.

As a result of the four retail price increases in fiscal 1986, popular Canadian wines increased 15¢ to 25¢ per bottle, and comparable imports increased 55¢ to 90¢ per bottle. Domestic spirits rose 35¢ per 750 ml bottle at the low end of the range and comparable imports rose 20¢.

Domestic beer also increased in retail price four times in fiscal 1986. On April 1, 1985, beer was increased 50¢ per dozen due to an increase by the brewers. On June 1, 1985, a further increase of 5¢ per dozen reflected an increase in federal excise tax. On November 4, 1985, beer was increased by 15¢ due to an increase by the brewers. The final increase for the year was on January 2, 1986, when beer was increased a further 30¢ as a result of federal sales tax and brewer price increases.

Products

The total number of products and packages listed by the Commission at the end of fiscal 1986 was 1437. Responding to shifting consumer tastes, 110 new products were listed during the year, while 114 were withdrawn. Introductory offers on newly listed wines and liqueurs continued to be popular with consumers. In addition, the Commission also offered customers 54 seasonally packaged products prior to Christmas and 18 special purchases for the three wine festivals.

Total warehouse throughput for spirits, wine and imported beer increased by 2.9% to 3,522,201 cases during the year.

A new "on-line" computer order processing system, introduced in July 1985, provided faster service and more timely inventory information to licensees and liquor vendors.

To keep pace with the demands of an increasingly informed wine buying public, the Commission appointed a Manager of Wines to ensure that an appropriate selection of wines is available to consumers and licensees and to increase the awareness, appreciation and marketing of wines throughout Manitoba. In addition to ongoing employee product training, ten Commission employees successfully completed the Higher Certificate Course of the British Wine and Spirit Education Trust.

The Commission's External Taste Panel met on a regular basis to review samples of potential and current Fine Wines Boutique listings. Tasting of wines from France, Spain, Italy and California highlighted the group's efforts towards selecting the best products.

Resulting from this expertise more than 50 special Fine Wine Boutique purchases were made available to the public in fiscal 1986. Purchases of immediately drinkable vintages of fine wines were made at Christie's Auction in London for sale in the fall of 1986.

Quality Control

In June, 1985 the Commission completed policies and procedures further ensuring that beverage alcohol products offered for sale in Manitoba met standards defined in the Food and Drugs Act. Consistent with the development of these policies, the Manitoba Research Council was engaged to perform lab analyses on all listed brands.

The Commission worked closely with representatives of the Federal Government Health Protection Branch and other provincial liquor authorities in establishing standard test procedures and a national quality communications network.

As requested by the Commission, by January, 1986 all suppliers had certified that all their products were free of contaminants and that their quality control procedures were adequate.

LICENSING

On June 1, 1985 the Licences & Permits Division was reorganized as the Licensing Division. The reorganization provided two departments; Licences, and Permits & Administration. As well, a Licensing Advisor was appointed to allow Licensing to provide licensee applicants an appropriate level of information and assistance.

The hospitality industry in the province made great strides in moving towards higher standards in the responsible service of beverage alcohol. Members of the industry instituted a number of patron responsibility programs designed to reduce the incidence of over-consumption and driving after drinking. The Manitoba Restaurant & Food Services Association distributed a large number of "Responsible Service of Alcoholic Beverages" booklets to many members of the industry.

Customer Relations Seminars on Alcohol were developed by the Alcoholism Foundation of Manitoba, the Manitoba Hotel Association and the Liquor Control Commission in a project of mutual cooperation. The seminars were designed to assist serving staff in recognizing signs of intoxication and acquiring the skills to deal with customers to whom alcohol must be refused. Five hundred people representing 95 hotels attended the first flight of seminars. In September, seminars were extended to members of the Manitoba Restaurant & Food Services Association.

The Manitoba Photo I.D. program, administered by the Licensing Division, offers cards through mail-in applications and at Head Office and the Hargrave & Ellice Liquor Store. Division personnel also travel to universities and community colleges annually.

Amendments to
The Liquor Control Act,
Regulations and Commission Policy

In June of 1985, several significant amendments to The Liquor Control Act were passed as follows:

- The General Manager and Chief Executive Officer is now responsible for the supervision of all of the officers of the Commission, including the Chief Inspector.

- The officers of the Commission will now be appointed by the Commission in consultation with the General Manager and Chief Executive Officer.

- The duties of the Chief Inspector are as set out in the Act and Regulations and he is now responsible for performing other duties as assigned by the General Manager and Chief Executive Officer.

- A Beverage Room Licence now authorizes the sale of liquor of all kinds, for consumption in the beverage room.

- The Commission may now authorize games of chance to be played in licensed premises.

- Airport hospitality lounges may now sell and serve liquor seven days a week.

- The gallonage portion of the brewers' licence fee was deleted from the Act and is included in the Commission markup on domestic beer.

- The Commission may now approve the use of a public bonded warehouse by a brewer, distiller or a wine manufacturer for the storage of liquor.

Bill 62

The Charter Compliance Statute Amendment Act:

- Various sections of The Liquor Control Act were amended to ensure compliance with the Charter of Rights and Freedoms.

Bill 74

The Equal Rights Statute Amendments Act:

- Interdiction was repealed.

- The prohibition against serving liquor on election days was repealed.

- References in the Act to the **Indian Act (Canada)** were repealed.

- Formerly there had been a prohibition against obtaining a liquor licence where the applicant had certain convictions under Federal Statutes. This was replaced by a condition that the Commission determine that the applicant is fit and proper to keep and operate licensed premises.

- An applicant may appeal a decision of the Commission to the Court of Queen's Bench where it has found the applicant not to be fit and proper.

Regulations

- A regulation was passed to include the square footage requirement for banquet halls in the Occasional Permit Regulation.

Commission Policy Changes

- A maximum of 3 oz. of spirits per drink was imposed.

- Application fees are no longer required where the application will transfer licences into the name of the surviving spouse from joint names.

- Licensees who purchase beer in amounts of 10 dozen or less per week may make those purchases from liquor stores.

- An up-dated Directive on Advertising was forwarded to all suppliers to the Commission and their representatives in Manitoba.

Liquor Referendums

Two municipalities presented a by-law to their electors for approval of the issuance of new classes of licence within their municipality. The results were:

- The Rural Municipality of Langford approved a by-law for Restaurant Beer and Wine, Beverage Room, Dining Room Liquor, Cocktail Room and Cabaret Licences.

- The Town of Winkler defeated a by-law for Restaurant Beer and Wine, Beverage Room and Dining Room Liquor Licences.

Occasional Permits

Representatives and agents of beverage alcohol suppliers were authorized to carry and complete occasional permit applications. Seminars were conducted to familiarize the representatives with the guidelines and procedures to be followed when accepting applications.

The Division continued to advise store employees and liquor vendors of on-going requirements with regard to occasional permits.

Board of Commissioners

The Board of Commissioners held 21 public disciplinary hearings and 1 special hearing during the year to deal with 36 infractions under The Liquor Control Act and regulations. The special hearing dealt with reconsideration of an application for liquor licences which had been considered by the Licensing Board. Disciplinary action taken by the Commission is included in the Inspection and Control section of this report.

Licensing Board

During fiscal 1986, the Licensing Board held 13 regular meetings, one special meeting and one annual meeting, all of which were open to the public. The special meeting was held in Brandon in order to respond to issues current in the area at that time.

Licence applications considered by the Board during the year included:

- 55 applications related to conversion to other types of licences and the extension of licensed areas;
- 122 applications related to premises not previously licensed;
- 121 applications related to the purchase of existing hotels or restaurants;
- 45 applications dealt with changes in ownership of shares of corporations operating licensed premises.

Also considered were:

- 17 applications related to obtaining an additional licence;
- 6 applications related to the formation of a new company or partnership;
- 53 applications related to various miscellaneous licensing matters.

Licence changes during the year are listed below:

Type of Licence	Number in Effect March 31, 1985	Issued New	Not renewed or Terminated	Number in Effect March 31, 1986
Hotel Registration	336	4*	3	337
Beer Vendor	304	4	1	307
Beer Parlour	4	Nil	1	3
Restaurant Beer & Wine	266	31	32	265
Restaurant Wine	18	Nil	4	14
Beverage Room	298	3	1	300
Dining Room Liquor	529	77	27	579
Cocktail Room	247	37	23	261
Cabaret	13	3	Nil	16
Special Events	12	2	Nil	14
Club Beer	4	Nil	Nil	4
Club Beverage Room	48	3	Nil	51
Club Dining Room	3	1	Nil	4
Club Cocktail Room	119	2	Nil	121
Military Canteen	63	1	Nil	64
Brewers Retail	2	Nil	Nil	2
Sacramental Wine Vendor	6	Nil	Nil	6
Brewer	12	Nil	Nil	12
Distiller	27	Nil	1	26
Winery	23	Nil	Nil	23
Hunting or Fishing Lodge	9	3	2	10
Totals	2,343	171	95	2,419

* 4 new hotels were constructed; 2 of these being replacement hotels.

Number of Establishments Licensed for On-Premise Consumption as at March 31, 1986:
(these figures result from the net of new openings and closings)

	1985	1986
* Hotels	334	336
* Private Sports & Fraternal Clubs	171	177
Military Messes	63	64
* Restaurants	457	497
Cabarets	7	9
* Railway (Dining & Lounge Cars)	1	1
* Airlines (Aircraft & Airport Hospitality Rooms)	5	6
Excursion Boats	5	5
Nursing Homes	15	16
* Special Events	12	14
Hunting or Fishing Lodges	9	10
	1,079	1,135

* May hold more than one class of licence.

Licensed Food & Beverage Establishments

The Licensing Division is essentially concerned with the major segment of the hospitality industry which is licensed to serve beverage alcohol. In fiscal 1986 investment in new hotels and restaurants was $37.7 million compared with approximately $8.6 million in the year preceding.

Hotels

Over the past five years, 14 new hotels (5 replacing existing hotels), have been constructed in the province at a total investment of $42.1 million. As well, approximately $24.2 million has been spent on refurbishing existing licensed hotels. There were 337 hotels in the province at the end of the fiscal year. The growth in additional services and accommodation over the past 5 years is as follows:

Fiscal Year	No. of New Hotels	Guest Rooms	No. of Banquet Rooms	No. of Licensed Dining Areas	No. of Cocktail Rooms	No. of Beverage Rooms	Total Investment Construction & Furnishings ($000)
1982	1	6	Nil	1 (25)	Nil	1 (132)	400
1983	2	73	2 (601)	5 (307)	1 (75)	Nil	5,300
1984	2	45	Nil	2 (167)	1 (60)	2 (396)	3,400
1985	5	55	Nil	5 (345)	1 (47)	4 (598)	2,900
1986	4	322	9 (661)	4 (418)	3 (208)	1 (69)	30,100

Figures in parentheses () show total seating capacities.

Restaurants

During the past five years, $34.3 million was invested in 307 new restaurants, cocktail rooms and 8 new cabarets. In addition, $22.2 million was invested in refurbishing licensed restaurants. There were 497 restaurants and 16 cabarets (9 not associated with hotels) in the province at the end of the fiscal year.

Additional establishments and services have been provided each year as follows:

Fiscal Year	Total No. of New Establishments	* No. of New Restaurants	No. of New Dining Rooms	No. of New Cocktail Rooms (incl. with Dining Rooms)	No. of New Cabarets	Investment Construction & Furnishings ($000)
1982	45	16 (1492)	29 (3532)	11	Nil	6,300
1983	53	21 (1444)	31 (3331)	12	1 (231)	4,800
1984	69	26 (1270)	42 (5339)	20	1 (254)	9,900
1985	76	21 (1077)	52 (4192)	18	3 (905)	5,700
1986	72	24 (1539)	45 (3556)	19	3 (678)	7,600

Figures in parentheses () show total seating capacities.

* Do not serve spirits

NOTE: Cocktail Room Licences are issued only for premises that hold a Dining Room Liquor Licence.

Sale of Food and Liquor in Licensed Dining Rooms, Cocktail Rooms, Restaurants & Cabarets

The aggregate provincial sales for fiscal 1986 from food and liquor sold by the 874 licensed establishments required to provide dining facilities and maintain an appropriate food to liquor ratio, was $280,873,000. Of this total $209,383,000 (74.5%) was attributed to the sale of food and $71,490,000 (25.5%) to the sale of liquor.

Details of the food to liquor ratio for the past five years are as follows:

Fiscal Year	Number of Establishments	Food ($000)	%	Liquor ($000)	%	Total ($000)
1982	711	146,408	74.7	49,574	25.3	195,982
1983	735	154,079	73.9	54,414	26.1	208,493
1984	780	175,101	74.3	60,667	25.7	235,768
1985	826	193,641	74.6	66,048	25.4	259,689
1986	874	209,383	74.5	71,490	25.5	280,873

Note: Most establishments have more than one class of licence.

The Chief Inspector's Division continued to emphasize its advisory role, while maintaining appropriate control and enforcement programs. By regular inspections of licensed premises, banquet halls and occasional permit functions, inspectors assisted in the provision of a high level of operational standards and the prevention of breaches of The Liquor Control Act, Regulations and Commission policy.

The Division provided facilitators for new significant training seminars participated in by the staffs of the hotel, restaurant and food service industries in Manitoba. These seminars provided training designed to help reduce the incidents of service to intoxicated patrons, deal with customers involved with possible over-consumption and increase the awareness of the potential for impaired drivers. Inspectors attended all zone meetings of the Manitoba Hotel Association and conducted educational lectures in licensed premises, at community meetings and colleges.

Other public or hospitality industry events in which inspectors played a role were CentrEx, Manitoba Lodges and Outfitters Association, Festival Du Voyageur and Folk Arts Council of Winnipeg Inc.

The Auxiliary Inspector program introduced in Winnipeg in 1983 was expanded to include The Pas and Brandon. It is designed to provide increased inspections of occasional permit functions.

The Division continued to participate with the Royal Canadian Mounted Police in their "Walk Through Program" in rural area licensed premises.

Disciplinary Action

The following disciplinary action was taken against licensees, permittees and hall owners, with comparative figures shown for the previous fiscal year.

	1985	1986
Licensees		
Caution Letters	4	5
Warning Letters	13	39
Formal Counselling	15	17
Disciplinary Hearings	16	21
Suspensions	5	5
Total Days Suspended	14	9
Cancellations of Licence	—	1
Permittees		
Suspension of Privileges	7	25
Warnings	5	25
Hall Owners		
Suspension of Privileges	1	8
Warnings	1	27

Inspections/Investigations

The current and prior fiscal year's inspections and investigations are as follows:

Type of Inspection	1985	1986
Hotels	2,914	1,507
Beer Parlours	50	34
Restaurant Beer & Wine	2,918	2,461
Restaurant Wine	192	112
Beverage Rooms	5,577	4,845
Dining Rooms	4,540	4,664
Cocktail Rooms	2,974	2,807
Cabarets	273	336
Special Events (Performances, Conventions, Exhibitions, etc.)	46	111
Clubs (Beer Parlour)	9	2
Clubs (Beverage Room)	254	258
Clubs (Dining Room)	4	11
Clubs (Cocktail Room)	881	545
Beer Vendors	5,420	4,716
Sacramental Wine Vendors Stock and Premises Inspections	10	10
Hunting or Fishing Lodges	3	9
*Occasional Permit Functions	2,796	2,801
Banquet Halls	644	1,528
	29,505	26,757

* The Commission issued 26,800 occasional permits during fiscal 1986, a decrease of 436 (2%) compared with the previous year.

Type of Investigation	1985	1986
**Occasional Permits (Prior to Issue)	1,661	1,345
Interdiction Orders Personally Served	9	2
***Notices of Intention To Apply for Licence	177	50
Final Inspections for New Licences and Extension of Existing Licences	236	416
General Investigations and Complaints	1,311	914
	3,394	2,727

** Investigations resulted in 681 applications being cancelled or withdrawn as applicants did not comply with specific Sections of The Liquor Control Act, its Regulations and Commission policies.

*** See Licensing Division Section.

Prosecutions Under The Liquor Control Act

Prosecutions in Manitoba by the Attorney-General's Department under The Liquor Control Act for the fiscal years 1982-1986 are as follows:

Convictions and total fines imposed:

	1982	1983	1984	1985	1986
Number	10,214	9,915	9,598	8,590	8,352
Amount	$447,758	$580,817	$575,559	$591,366	$582,629

The number of convictions for Informations sworn by City of Winnipeg Police was 955 resulting in fines totalling $61,150

The number of convictions for Informations sworn by the R.C.M.P. and rural Police was 7,326 resulting in fines totalling $521,479

Number of persons convicted in Manitoba:

	1982	1983	1984	1985	1986
— sentenced to jail without option of a fine	50	27	110	19	15
— given suspended sentence	1	1	3	1	—
— placed on probation	10	4	13	3	1
— reprimanded	66	80	111	68	48
— other	—	—	—	21	7

The above data was compiled from offence notice reports received from the Royal Canadian Mounted Police, the City of Winnipeg Police and rural Police.

A.L.E.R.T. Programs

The results of the City of Winnipeg Police A.L.E.R.T. Program for 1984 and 1985 are as follows:

	1984	1985
Vehicles stopped	9,184	14,394
Drivers tested	649	644
Drivers suspended for six hours	111	118
Drivers suspended for twelve hours	113	101
*Drivers charged with impaired driving (over .08%)	131	104
Drivers refused breathalyzer	20	15

This data was compiled by and received from the City of Winnipeg Police. In 1985, the program was held between November 29, 1985 and January 5, 1986.

The Province of Manitoba provided an ALERT-mobile to the City of Winnipeg which went into operation on December 20, 1985. In addition to the capital expenditure of $67,500 for the vehicle, the Province will provide 2 annual operating grants of $25,000 each.

The results of the Royal Canadian Mounted Police A.L.E.R.T. Program for 1984 and 1985 are as follows:

	1984	1985
Drivers tested	5,226	4,349
*Drivers charged with impaired driving (over .08%)	4,052	4,000
Drivers refused breathalyzer	324	440

This data was compiled by and received from the Royal Canadian Mounted Police.

*Drivers charged with impaired driving are not necessarily as a result of the A.L.E.R.T. program testing.

INTERNAL AUDIT AND SECURITY

Internal Audit

Internal Audit continued its independent assessment and evaluation of Commission operations through financial audits and systems and control reviews ensuring compliance with policies and procedures. Included were full audits of 33 stores, reviews of operations in an additional 5 stores as well as audits of product pricing, inventory valuation and physical stock counts. Internal Audit also completed various special assignments and performed detailed reviews of in-province winery operations.

Security

Security concerns over public and employee safety and the continued safeguarding of Commission assets were significantly addressed during the year. The Security Committee met with store managers, conducted special investigations, evaluated electronic article surveillance equipment and tested protective glazing for windows. Staff seminars on Crime Prevention and Crisis Intervention were presented by the Winnipeg Police.

Financial Information: Fiscal 1986

In fiscal 1986, liquor sales increased by $10,553,585 (3.2%) and gross profit by $5,660,592 (3.8%). Income from licence fees and other sources decreased by $1,658,517 (22.3%) as a result of the discontinuation of the per gallon portion of the brewers' licence fee effective July 11, 1985. The Commission markup on domestic beer was adjusted to fully recover the revenue from this source. General and administrative expenses increased by $741,257 (3.7%), while fixed assets charged to operations decreased by $191,735 (20.1%).

The resulting net profit increased by $3,452,553 (2.5%) to $139,424,068 which was paid over to the province's Revenue Division of the Consolidated Fund. In addition to the net profit, the Commission also remitted Manitoba Retail Sales Tax of $20,517,153 to the Province of Manitoba.

Included in the cost of goods sold by the Manitoba Liquor Control Commission is $46,549,185 paid to the Government of Canada as Customs and Excise Taxes and Duties and Sales Tax in respect of spirits, wine and imported beer.

Excise Duty and Sales Tax on domestic beer are paid by the breweries directly to the Government of Canada based on production.

The initial 5-Year Systems Development Plan concluded with the implementation of the Order Office/Warehouse System on July 1, 1985. A new 3-Year Plan (fiscal 1987 through fiscal 1989) was then put in place. This strategic plan integrates current technology and equipment with future requirements of human, financial and technical resources.

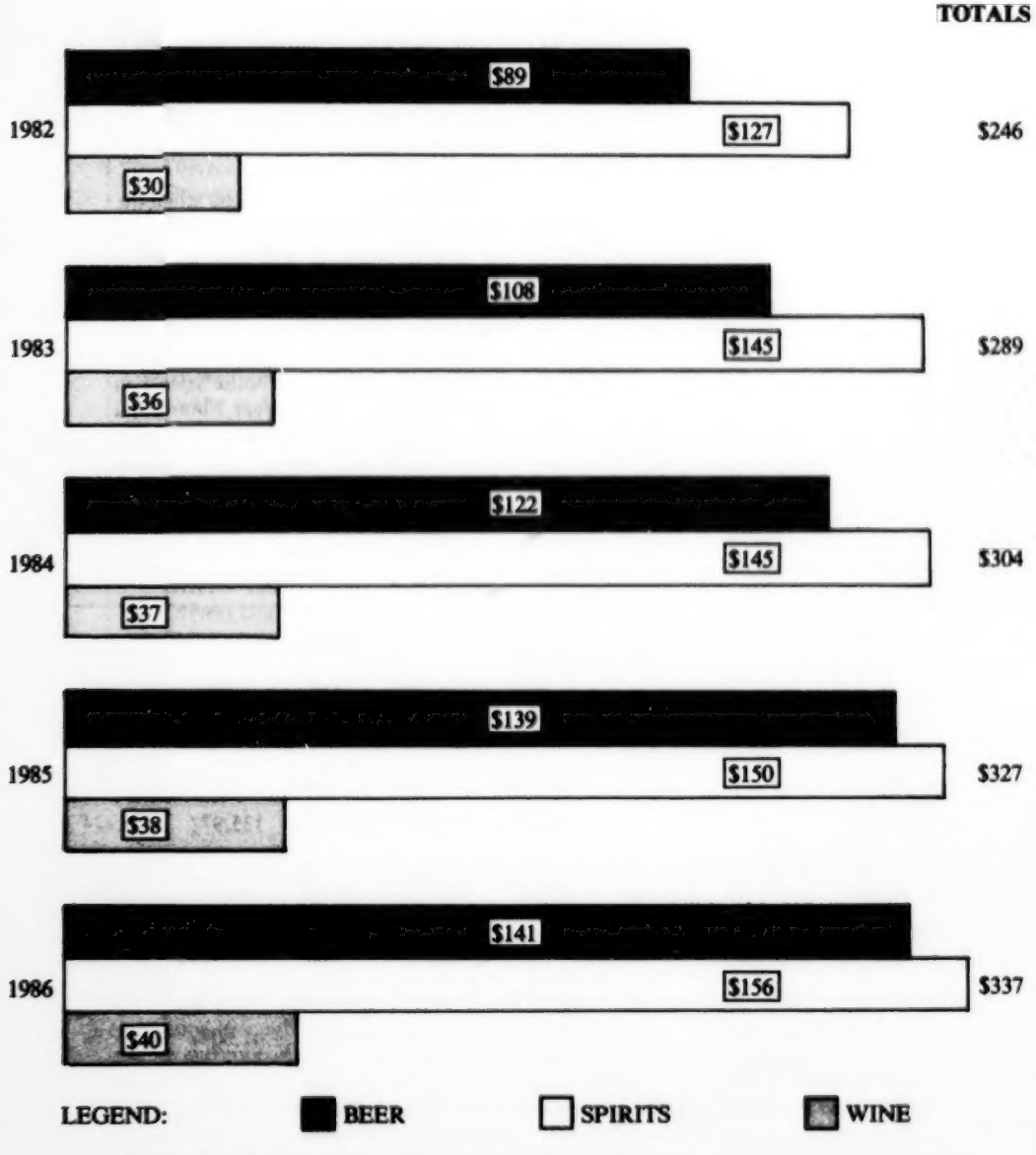
Profit and Expense Ratios in Fiscal Years Ended March 31 ($000's)

	1982	1983	1984	1985	1986
Sales	$245,576	$288,819	$303,939	$326,817	$337,371
Gross Profit	101,650	131,725	141,511	149,692	155,353
Net Profit	91,229	118,646	128,103	135,972	139,424
General and Administrative Expenses	15,446	17,873	19,510	20,206	20,947
Fixed Assets Charged to Operations	977	1,264	889	952	761
Gross Profit as % of Sales	41.39%	45.61%	46.56%	45.80%	46.05%
Net Profit as % of Sales	37.15%	41.08%	42.15%	41.60%	41.33%
General and Administrative Expenses as % of Sales	6.29%	6.19%	6.42%	6.18%	6.21%
Fixed Assets Charged to Operations as % of Sales	.40%	.44%	.29%	.29%	.23%

Note: Domestic beer container deposits are reflected through balance sheet accounts and are not included in sales.

RETAIL VALUE OF LIQUOR SOLD IN MANITOBA

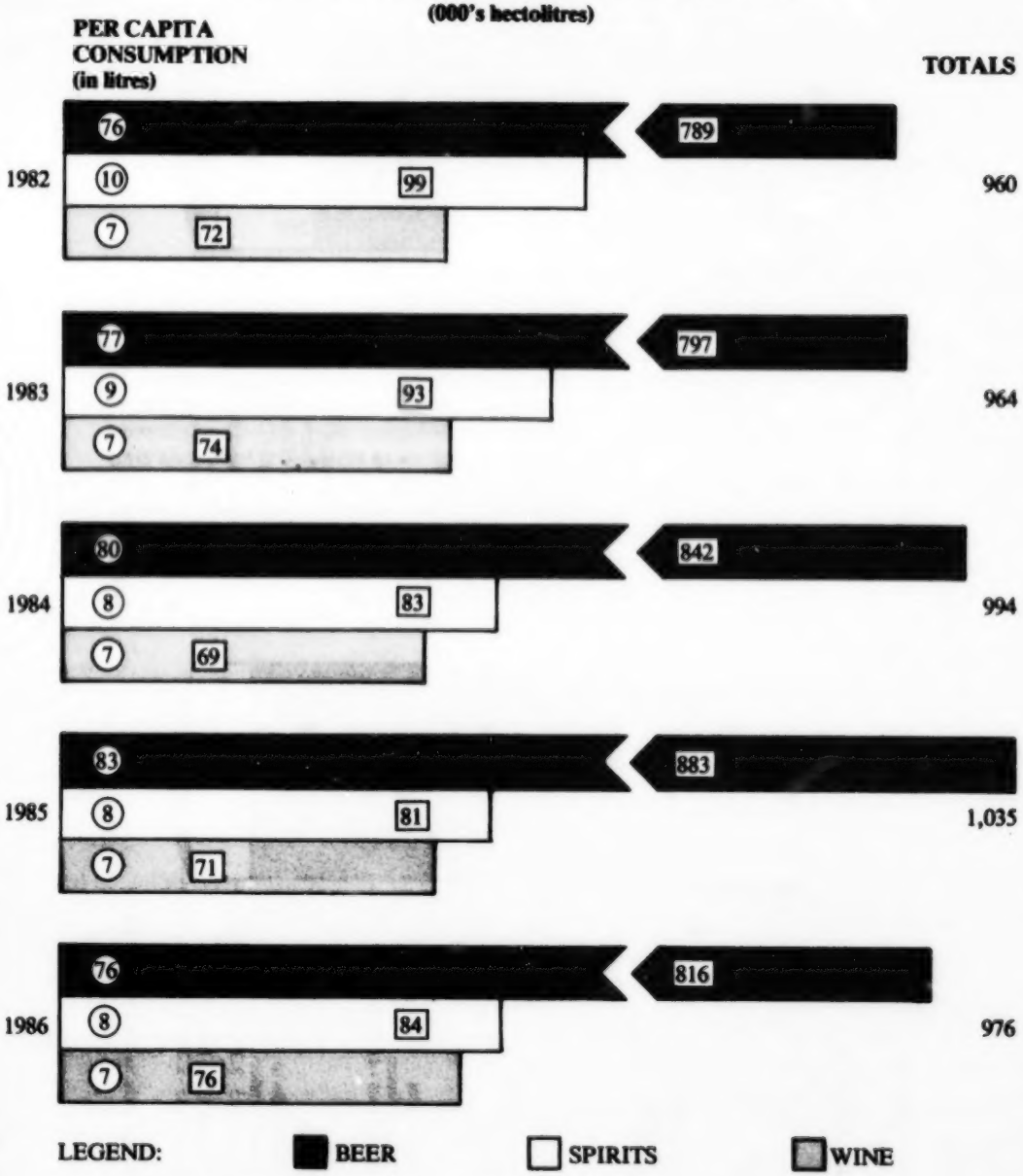
(in millions)



Note: Manitoba Retail Sales Tax collected by the Commission is not included above. During fiscal 1986, the Commission remitted $21 (1985 - $20) to the Province of Manitoba.

VOLUME OF LIQUOR SOLD IN MANITOBA

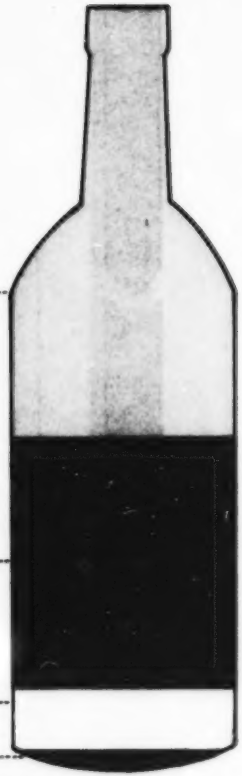
(000's hectolitres)



Note: The Manitoba population of 1,073,400 for fiscal 1986 was based on Statistics Canada's preliminary estimate of October 1, 1985.

1986

SOURCES OF REVENUE



*Liquor Sales to Licensees
46.7% (1985 - 46.4%)

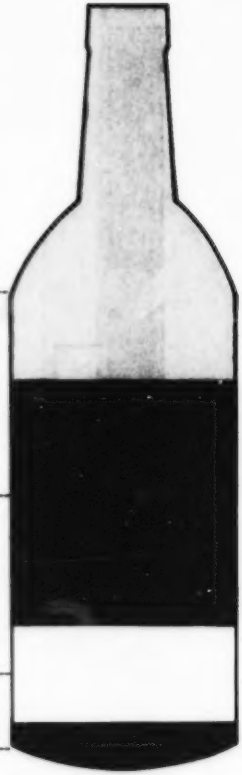
Liquor Sales Through Stores
42.9% (1985 - 43.1%)

Liquor Sales to Liquor Vendors
8.7% (1985 - 8.3%)

Fees and Other Revenue
1.7% (1985 - 2.2%)

*Liquor includes beer, wine and spirits

DISTRIBUTION OF REVENUE



Province of Manitoba
40.6% (1985 - 40.7%)

Suppliers and Freight
39.5% (1985 - 39.8%)

Government of Canada Customs, Excise and Federal Sales Tax
13.6% (1985 - 13.2%)

General, Administrative and Fixed Asset Expenses
6.3% (1985 - 6.3%)

Manitoba

Provincial Auditor

THE LIQUOR CONTROL COMMISSION
REPORT OF THE PROVINCIAL AUDITOR'S OFFICE

We have examined the balance sheet of The Liquor Control Commission as at March 31, 1986 and the statements of profit and loss and cash flow and the schedule of sales, cost of sales and gross profit for the year then ended. Our examination was made in accordance with generally accepted auditing standards, and accordingly included such tests and other procedures as we considered necessary in the circumstances.

In our opinion, these financial statements present fairly the financial position of the Commission as at March 31, 1986 and the results of its operations and its cash flow for the year then ended in accordance with accounting principles as disclosed in note 1 applied on a basis consistent with that of the preceding year.

F. H. Jackson, C.A.,
Provincial Auditor.

June 27, 1986,
Winnipeg, Manitoba.

GOVERNMENT OF THE PROVINCE OF MANITOBA

THE LIQUOR CONTROL COMMISSION

STATEMENT OF PROFIT AND LOSS

FOR THE YEAR ENDED MARCH 31, 1986

($000's)

	1986	1985
Sales:		
Stores and liquor vendors (Note 3)	$177,030	$171,811
Licensees	160,341	155,006
	337,371	326,817
Cost of Sales:		
Stores, liquor vendors, licensees	96,906	92,031
Beer purchases for licensees	85,112	85,094
	182,018	177,125
Gross profit	155,353	149,692
Other income (Note 4)	5,779	7,438
	161,132	157,130
General and Administrative Expenses:		
Salaries and benefits	13,429	13,131
Superannuation	900	767
Alterations, maintenance and repairs	407	446
Audit, legal and other professional fees	52	67
Cleaning and caretaking	425	448
Corporation capital tax	11	10
Delivery charges	1,041	930
Equipment rentals (Note 6)	313	365
Grants in lieu of taxes	468	454
Health and post secondary education tax levy	194	190
Informational programs	147	152
Insurance	15	11
Leased premises — rentals (Note 6)	1,724	1,562
Light, heat, power and water	413	423
Photo ID program	31	20
Printing, postage and stationery	298	307
Product Analysis	83	—
Protective services	144	120
Staff training	48	33
Telephones	145	135
Travelling	194	174
Wrapping supplies	264	287
Miscellaneous	104	84
Board of Commissioners — salaries and expenses	55	48
Licensing Board — salaries and expenses	42	42
	20,947	20,206
Operating profit before fixed assets charged to operations	140,185	136,924
Fixed assets charged to operations (Notes 1 and 5)	761	952
Net profit paid or payable to the Province of Manitoba	$139,424	$135,972

GOVERNMENT OF THE PROVINCE OF MANITOBA

THE LIQUOR CONTROL COMMISSION

BALANCE SHEET

AS AT MARCH 31, 1986

($000's)

ASSETS

	1986	1985
Current Assets:		
Cash on hand and in banks	$ 6,018	$ 3,503
Accounts receivable — claims and other	231	408
Inventory (Note 2)	13,940	13,070
Prepaid expenses and supplies	265	268
	$20,454	$17,249

LIABILITIES

Current Liabilities:		
Net profit payable to the Province of Manitoba	$ 5,224	$ 3,472
Accounts payable — trade and other	8,740	7,593
Manitoba Retail Sales Tax payable	1,767	1,464
Deferred licence fees	223	220
	15,954	12,749
Non-interest bearing working capital advance provided by the Province of Manitoba	4,500	4,500
	$20,454	$17,249

APPROVED ON BEHALF OF THE COMMISSION:

Chairman

General Manager and
Chief Executive Officer

Assistant General Manager,
Finance and Administration

GOVERNMENT OF THE PROVINCE OF MANITOBA

THE LIQUOR CONTROL COMMISSION

SCHEDULE OF SALES, COST OF SALES AND GROSS PROFIT

FOR THE YEAR ENDED MARCH 31, 1986

($000's)

	Spirits	Wine	Beer	Total
Sales:				
Stores and liquor vendors	$130,430	$ 33,026	$ 13,574	$177,030
Licensees	25,457	7,804	127,080	160,341
Total Sales for 1986	$155,887	$ 40,830	$140,654	$337,371
Total Sales for 1985	$149,855	$ 38,464	$138,498	$326,817
Cost of Sales:				
Stores, liquor vendors, licensees	$ 67,624	$ 21,334	$ 7,948	$ 96,906
Beer purchases for licensees	—	—	85,112	85,112
Total Cost of Sales for 1986	$ 67,624	$ 21,334	$ 93,060	$182,018
Total Cost of Sales for 1985	$ 64,887	$ 19,422	$ 92,816	$177,125
Gross Profit for 1986	$ 88,263	$ 19,496	$ 47,594	$155,353
Gross Profit for 1985	$ 84,968	$ 19,042	$ 45,682	$149,692
Gross Profit as a Percentage of Sales for 1986	56.6	47.7	33.8	46.0
Gross Profit as a Percentage of Sales for 1985	56.7	49.5	33.0	45.8

GOVERNMENT OF THE PROVINCE OF MANITOBA
THE LIQUOR CONTROL COMMISSION

STATEMENT OF CASH FLOW
FOR THE YEAR ENDED MARCH 31, 1986
($000's)

	1986	1985
Cash Receipts:		
Sales — spirits, wine, beer	$337,371	$326,817
Annual and supplementary licence fees and other	5,678	7,405
Manitoba Retail Sales Tax	20,820	20,081
	363,869	354,303
Cash Disbursements:		
Purchases — merchandise, federal duty, excise and sales taxes, etc.	181,568	177,153
General and administrative expenses	20,843	19,908
Fixed assets charged to operations	754	878
Manitoba Retail Sales Tax	20,517	20,000
	223,682	217,939
Net cash available for transfer	140,187	136,364
Transfers to Minister of Finance:		
Current year profit	134,200	132,500
Prior year profit	3,472	2,803
	137,672	135,303
Excess of receipts over disbursements/transfers	$ 2,515	$ 1,061
Represented by increase in cash in bank:		
Cash on hand and in bank April 1	$ 3,503	$ 2,442
Add excess of receipts over disbursements/transfers	2,515	1,061
Cash on hand and in bank March 31	$ 6,018	$ 3,503

GOVERNMENT OF THE PROVINCE OF MANITOBA
THE LIQUOR CONTROL COMMISSION

NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED MARCH 31, 1986
($000's)

1. ACCOUNTING POLICIES

The Commission follows generally accepted accounting principles with the following modifications:

a. **Fixed Assets**

Fixed assets are charged to operations in the year acquired.

b. **Pensions**

In accordance with the provisions of the Manitoba Civil Service Superannuation Act, the Commission contributes 50% of the pension disbursements made to retired employees. Such payments are charged to operations as incurred and provision is not made in the accounts to fund current or past service obligations to the Superannuation fund. On the basis of an actuarial report, the unfunded liability for the Commission's employees amounted to $13,065 as at December 31, 1985 (1984 — $12,074).

2. INVENTORY AT COST

Inventory is composed of:

	1986	1985
In bond merchandise	$ 7,782	$ 6,733
Duty paid merchandise	6,158	6,337
	$ 13,940	$ 13,070

The amount of unpaid Customs, Excise duties and Sales tax on owned merchandise held in bond was approximately $5,132 at March 31, 1986 (1985 — $4,118).

3. SALES — STORES AND LIQUOR VENDORS

	1986	1985
Sales to liquor vendors	$ 32,208	$ 30,171
Volume discounts	(2,452)	(2,341)
	29,756	27,830
Store sales	147,274	143,981
	$177,030	$171,811

4. OTHER INCOME

	1986	1985
Supplementary licence fees:		
Licensees	$ 4,038	$ 3,640
Brewers	728	2,409
Miscellaneous	409	759
Occasional permits, etc.	340	347
Annual licence fees	244	230
Commission for collecting Manitoba Retail Sales Tax	2	33
Licence application fees	16	14
Disposal of fixed assets	2	6
	$ 5,779	$ 7,438

5. FIXED ASSETS

	1986	1985
Fixed assets charged to operations:		
Equipment and furnishings	$337	$412
Leasehold Improvements	282	306
Land and buildings	16	90
Automobiles	74	76
Systems Development	52	68
	$761	$952

6. LONG-TERM LEASES

a. The Commission leases its head office and 13 other buildings from the Government of the Province of Manitoba for the nominal sum of two dollars effective August 1, 1985, for a period of 99 years.

b. The Commission leases another 37 buildings. Leases have expiry dates ranging from 1986 to 2004.

The future minimum lease payments for each of the next five years are as follows:

Year Ending March 31	
1987	$1,191
1988	1,210
1989	1,156
1990	1,047
1991	921

c. The Commission leases Hewlett-Packard computer equipment. Leases on the Hewlett-Packard computer equipment have expiry dates ranging from 1987 to 1990.

The future minimum lease payments for each of the years to the expiry of the contracts are as follows:

Year Ending March 31	
1987	$224
1988	169
1989	155
1990	100

7. MANITOBA RETAIL SALES TAX

In addition to the net profit of $139,424, the Commission remitted Manitoba Retail Sales Tax of $20,517 (1985 — $20,000).

8. COMPARATIVE FIGURES

Prior year's comparative figures have been restated to conform to the classifications adopted for the fiscal year ended March 31, 1986.

APPENDIX I

LIQUOR STORES

Of the 49 Commission operated liquor stores, 44 **SELF-SERVE** stores (2 more than in the prior year) were in operation at the following locations:

In the City of Winnipeg

St. James-Assiniboia Charleswood

Unicity Fashion Square
Portage & Ainslie
Madison Square
Charleswood, 4910 Roblin Boulevard

Winnipeg Centre

Hargrave & Ellice
Main & Market
Portage & Burnell

Winnipeg South

River & Osborne
*Grant Park Plaza Shopping Centre
Fort Garry, 1737 Pembina Highway

St. Boniface-St. Vital

Dominion Shopping Centre
St. Vital, 107 Niakwa Rd
Dakota Park Plaza

North/West Kildonan

Main & Manitoba
Northgate Shopping Centre
Main & Jefferson
Tyndall Market Mall

East Kildonan

Regent Park Shopping Centre
Northdale Shopping Centre
Eastwinds Shopping Centre

*Contains Fine Wines Boutique

Outside the City of Winnipeg

Beausejour
Brandon, 10th & Victoria Avenue
Brandon, Brandon Shoppers Mall
Carman
Churchill
Dauphin
Flin Flon
Gimli
Lac du Bonnet
Melita
Minnedosa
Morden
Neepawa
Pine Falls
Portage La Prairie
Roblin
Russell
St. Pierre-Jolys
Selkirk
Souris
Swan River
The Pas
Thompson
Virden

5 CONVENTIONAL stores (2 less than in the prior year) were in operation in the following rural locations:

Fisher Branch
Killarney
Morris
Rivers
Winnipegosis

APPENDIX II

174 LIQUOR VENDORS (74 SELF-SERVE)

ALEXANDER ..... Klassen's Food Mart Ltd.
ALONSA ..... Fashoway Cafe & Confectionery
ALTONA ..... Braun Drug Co. Ltd.
AMARANTH ..... A.E. Starr Co. Ltd.
ANGUSVILLE ..... John's Hardware
ANOLA ..... Garven Foods Payfair No. 27
ARBORG ..... Arborg Pharmacy
ARGYLE ..... Brindley's General Store
ASHERN ..... Ashern Pharmacy
AUSTIN ..... Jones' Solo Store
BALDUR ..... Baldur Variety Store
BELMONT ..... Belmont Allied Hardware
BENITO ..... Demchuk's Drug Store Ltd.
BINSCARTH ..... J & J Grocery & Meats
BIRCH RIVER ..... Birch River Sporting Goods & Hardware
BIRD RIVER ..... Tall Timber Lodge
BIRDS HILL ..... Birds Hill Store
BIRTLE ..... Birtle Pharmacy
BISSETT ..... Bissett Variety Shop
BOISSEVAIN ..... Houston & Son Co. Ltd.
CAMPERVILLE ..... Clarkson's Grocery Corporation
CARBERRY ..... Stevenson Tom Boy
CARTWRIGHT ..... Cartwright Health Centre
CLANDEBOYE ..... Clandeboye Store
CRANBERRY PORTAGE ..... Streamer Hardware
CYPRESS RIVER ..... Anderson's Solo Store
DELORAINE ..... Clelland's Men's Wear
DOMINION CITY ..... BJ's Variety Store
DUGALD ..... Dugald Convenience Store
DUNREA ..... Dunrea Solo Store
ELGIN ..... R & G Repairs
ELIE ..... Elie Grocery Store
ELKHORN ..... D. G. Bartley Ltd.
ELM CREEK ..... Rose's Grocery
ELMA ..... Lycar Holdings Ltd.
ELPHINSTONE ..... Gerrard's Department Store
EMERSON ..... Sawatzky Bros. Ltd.
ERICKSON ..... Earley's Pharmacy
ERIKSDALE ..... Lucky Dollar Foods
ETHELBERT ..... Lucky Dollar Economy Store
FALCON BEACH ..... Falcon Lake Drugs
FANNYSTELLE ..... Hamel's General Store
FRASERWOOD ..... Welchinski Esso Service
GARSON ..... Garson Grocery Ltd.
GILBERT PLAINS ..... Gilbert Plains Pharmacy
GILLAM ..... Chamdon Enterprises Ltd.
GLADSTONE ..... Boschman's Gladstone Pharmacy
GLENBORO ..... Glenboro Pharmacy
GLENELLA ..... Atkin's General Store
GLENORA ..... Glenora Hardware
GRAND MARAIS ..... Grand Marais Village Store
GRAND RAPIDS ..... Grand Rapids Esso Service
GRANDVIEW ..... Grand Plains Home Hardware
GREAT FALLS ..... Shindruk's Self Serve
GYPSUMVILLE ..... Gypsumville Supply
HAMIOTA ..... Hamiota Echo Publications Ltd.
HARTNEY ..... Hartney Variety Store
HAZELRIDGE ..... Hazelridge Foods
HODGSON ..... Skibinski's General Store
HOLLAND ..... Budz Home Hardware
ILE DES CHENES ..... Ile Des Chenes Shopping Centre
INGLIS ..... Inglis Locker Plant
INWOOD ..... J.O. Olsen & Son Ltd.
KELWOOD ..... Cadle's Solo Store
KENTON ..... Kenton Hardware
KOMARNO ..... Mike & Faye's General Store
LA BROQUERIE ..... Chez Rene
LAKE METIGOSHE ..... Holiday Hills Grocery
LANGRUTH ..... Langruth Allied Hardware
LA SALLE ..... La Salle Store
LAURIER ..... D & L General Store
LEAF RAPIDS ..... Leaf Rapids Pharmacy
LETELLIER ..... Gallant's Lucky Dollar
LIBAU ..... Mason's Trading Post
LORETTE ..... Chez Heather Shop
LUNDAR ..... Lundar Pharmacy Ltd.
LYNN LAKE ..... Clarke's Pharmacy
MacGREGOR ..... Lo-Cost Drug Mart Ltd.
MAFEKING ..... Doan's General Store
MANITOU ..... Langseth's Pharmacy Ltd.
MARIAPOLIS ..... Pouteau Solo
McAULEY ..... Bi-Rite Lucky Dollar
McCREARY ..... Reischek's Pharmacy
MEDORA ..... Medora Trading Ltd.
MIAMI ..... Westaway's Pharmacy
MINIOTA ..... Barrett's Store
MINITONAS ..... Sleziak Enterprises
MINTO ..... Community Market
MOOSEHORN ..... Moosehorn Supply
NARROWS ..... The Narrows General Store
NEWDALE ..... Baker's Hardware
NINETTE ..... Ninette Shopping Centre

NOTRE DAME DE LOURDES ... Notre Dame Shopping Centre
NOURSE ... Mozil's Store
NUTIMIK ... Nutimik Lodge
OAK RIVER ... M. & L. Variety
OAKBANK ... Family Fare
OAKBURN ... Oakburn Tire Service
OAKVILLE ... Nicol's General Store Ltd.
ONANOLE ... Onanole Hardware
PIERSON ... Phair's Hardware
PILOT MOUND ... Pilot Mound Lucky Dollar
PINAWA ... The Bay
PINEIMUTA ... Canadian Forces Station Gypsumville
PINE RIVER ... Semeniuk's Groceteria
PINEY ... BJ's General Store
PIPESTONE ... Bob's Lucky Dollar
PLUMAS ... Plumas Solo Store
POINTE DU BOIS ... Pointe du Bois Supply Co. Ltd.
POPLAR POINT ... Murray's General Store
POPLARFIELD ... B & I Food Town
POPLARFIELD ... Poplarfield Groceteria
RAPID CITY ... Waldon Insurance Agencies
RATHWELL ... Rathwell Solo Store
RENNIE ... Rennie Grocery & Hardware
RESTON ... Reston Drugs
RICHER ... Laurin Centre
RIDGEVILLE ... Ridgeville Co-operative Community Club
RIVERTON ... Thorarinson's General Store
ROLAND ... Roland Foods
RORKETON ... Pulak's General Store
ROSSBURN ... L.P.K. Enterprises
ST. ADOLPHE ... Village Groceries & Meats Inc.
ST. AMBROISE ... St. Ambroise General Store
ST. CLAUDE ... St. Claude Florist
ST. EUSTACHE ... Allard R & L Store
ST. FRANCOIS XAVIER ... Lakeview Country Store
ST. JEAN BAPTISTE ... Paul's Food Centre
ST. LAURENT ... Chartrand's Grocery
ST. LAZARE ... J.C. & O.J. Ltée.
ST. MALO ... St. Malo Co-operative Ltd.
STE. AGATHE ... Joe's Meats & Groceries
STE. ANNE ... Ste. Anne Sundries
STE. ROSE DU LAC ... Ste. Rose Variety Shop
SANDY LAKE ... Sandy Lake Hardware
SANFORD ... Sanford Lumber & Building Supplies
SARTO ... Sarto General Store
SEDDONS CORNER ... Len's Foods
SEVEN SISTERS ... Genie's Gifts & Novelties
SHILO ... BX Shopping Centre
SHILO ... Crang's Grocery
SHOAL LAKE ... Henderson's Pharmacy
SIFTON ... Boguski Grocery
SNOW LAKE ... The Bay
SOMERSET ... Lachance Family Centre
SPERLING ... Sperling Grocery
SPRAGUE ... Carl's Solo Store
SPRINGFIELD ... Garven Solo Store
STARBUCK ... Starbuck Barber Shop
STEAD ... Lesosky General Store
STONEWALL ... Stonewall Pharmacy Ltd.
STONY MOUNTAIN ... Mountainview General Store
STRATHCLAIR ... Strathclair Consumers Co-op Ltd.
SUNDANCE ... Sundance Shopping Centre
SUNDOWN ... Eliuk's Solo Store
SWAN LAKE ... Stevenson's Pharmacy Ltd.
TEULON ... Duncan Pharmacy Ltd.
TOLSTOI ... Hall's Val-U Foods
TRAVERSE BAY ... Traverse Bay Corner Store
TREHERNE ... Pinder's Pharmacy
VASSAR ... Cub's Groceries
VITA ... Crossroads Confectionery
WABOWDEN ... Lakeside Groceteria Ltd.
WANLESS ... Forest Grove Meat & Grocery
WARREN ... Pete's General Store
WASKADA ... Griffith Agencies
WATERHEN ... Waterhen Band Development Corporation
WAWANESA ... Wawanesa Allied Hardware
WESTBOURNE ... West Lake Agencies
WEST HAWK LAKE ... West Hawk Motel
WHITEMOUTH ... Whitemouth Sundries
WINNIPEG BEACH ... McGregor's Drug Store Ltd.
WOODLANDS ... Studler's General Store
WOODRIDGE ... Woodridge General Store